



## **Prevailance, Inc.**

General Services Administration, Federal Acquisition Service  
Authorized Federal Supply Schedule Price List

for

**Professional Engineering Services, Federal Supply Group 871**

**Contract Number: GS-10F-0276Y**

**Contract Period: April 24, 2012 to April 23, 2017**

[www.prevailance.com/gsa-871](http://www.prevailance.com/gsa-871)



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**Business Size:** Service Disabled, Veteran Owned, Small Business (SDVOSB)

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!™, a menu-driven database system. The INTERNET address for GSA Advantage!™ is: <http://www.GSAAdvantage.gov>

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>

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### **Customer Information**

**1a. Awarded Special Item Numbers (SINs):** The following SINs are awarded under this contract. The SIN descriptions and an example of Prevailance's services can be found on the pages indicated below. Pricing for the labor categories supporting these SINs is included at the end of this section.

SIN 871-1 / 1RC	Strategic Planning for Technology Programs and Activities	Page 8
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**1b. Identification of the lowest price:** Please see the table below for hourly rates that are discounted to the Government and represent our lowest prices.

**1c. Description of labor series, categories, experience, education, etc:** Full descriptions of the available labor series, categories and qualifications can be found below.

**2. Maximum order:** There is no maximum Task Order size for this contract. A maximum threshold value of \$1,000,000 for each Task Order was established as a price point beyond which the contractor has the option to decline the order within 5 working days.

**3. Minimum order:** \$100.00

**4. Geographic coverage (delivery area):** Continental United States, Alaska, Hawaii, Puerto Rico and Territories

**5. Point(s) of production:** Prevailance, Inc., 4768 Euclid Road, Suite 103, Virginia Beach, VA 23462-1804

**6. Discount from list prices or statement of net price:** Prices shown in this Price List are net – discounts to the Government are already applied.

**7. Quantity discounts:** N/A

**8. Prompt payment terms:** Net 30 days

**9. Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Prevailance agrees to accept Government purchase cards for purchases up to the micro-purchase threshold.

**10. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Prevailance agrees to accept Government purchase cards for purchases over the micro-purchase threshold.

**11. Foreign items:** N/A

**11a. Time of delivery :** Specified on the Task Order

**11b. Expedited delivery:** Contact Prevailance for expedited delivery of services.

**11c. Overnight and 2-day delivery:** N/A

**11d. Urgent requirements:** Contact Prevailance for delivery of urgent services.

**12. F.O.B Points(s):** Destination

**13a. Ordering address:** Prevailance, Inc., 4768 Euclid Road, Suite 103, Virginia Beach, VA

**13b. Ordering procedures:** For supplies and services, the ordering procedures, and information on Blanket Purchase Agreements (BPA's), can be found at [www.gsaadvantage.gov](http://www.gsaadvantage.gov) and in Federal Acquisition Regulation (FAR) 8.405-3.

**14. Payment address:** Prevailance, Inc., 4768 Euclid Road, Suite 103, Virginia Beach, VA

**15. Warranty provision:** Standard commercial warranty.

**16. Export packing charges (if applicable):** N/A

**17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** None

**18. Terms and conditions of rental, maintenance, and repair (if applicable):** N/A

**19. Terms and conditions of installation (if applicable):** N/A

**20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A

**20a. Terms and conditions for any other services (if applicable):** N/A

**21. List of service and distribution points (if applicable):** N/A

**22. List of participating dealers (if applicable):** N/A

**23. Preventive maintenance (if applicable):** N/A

**24a. Special attributes such as environmental attributes:** N/A

**24b. Section 508 compliance:** Information on Prevailance's compliance with Section 508 can be found at [www.prevailance.com/gsa-87](http://www.prevailance.com/gsa-87) . Electronic and Information Technology (EIT) standards can be found at [www.Section508.gov](http://www.Section508.gov) .

**25. Data Universal Numbering System (DUNS) number:** 17-5311393

**26. Notification regarding registration in Central Contractor Registration (CCR)**

**database:** Prevailance, Inc. is registered in the Central Contractor Registration (CCR) database, and has updated information valid through March, 2013.

(As shown in the below table, all Labor Categories are available for all SINs awarded)

Labor Category	SINs Available for Each Labor Category
Program Manager	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Senior Project Lead	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Project Lead	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Sys/Ops Anal III	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Sys/Ops Anal II	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Sys/Ops Anal I	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Subj Matter Exp V	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Subj Matter Exp IV	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Subj Matter Exp III	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Subj Matter Exp II	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Subj Matter Exp I	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
IA Specialist III	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
IA Specialist II	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
IA Specialist I	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Master Trainer	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Senior Trainer	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6
Junior Trainer	SIN 871-1, SIN 871-2, SIN 871-3, SIN 871-4, SIN 871-5, SIN 871-6

### Labor Category Pricing

(All of the prices listed below already include the 0.75% Industrial Funding Fee (IFF))

Labor Category	Opt 1: Year 1	Opt 1: Year 2	Opt 1: Year 3	Opt 1: Year 4	Opt 1: Year 5
Program Manager	\$107.03	\$110.03	\$113.11	\$116.27	\$119.53
Senior Project Lead	\$100.15	\$102.95	\$105.84	\$108.80	\$111.85
Project Lead	\$95.67	\$98.35	\$101.10	\$103.93	\$106.84
Sys/Ops Anal III	\$102.14	\$105.00	\$107.94	\$110.96	\$114.07
Sys/Ops Anal II	\$93.03	\$95.63	\$98.31	\$101.07	\$103.90
Sys/Ops Anal I	\$73.84	\$75.91	\$78.03	\$80.22	\$82.46
Subj Matter Exp V	\$105.27	\$108.22	\$111.25	\$114.36	\$117.56
Subj Matter Exp IV	\$95.71	\$98.39	\$101.14	\$103.98	\$106.89
Subj Matter Exp III	\$88.61	\$91.09	\$93.64	\$96.26	\$98.96
Subj Matter Exp II	\$73.54	\$75.60	\$77.72	\$79.89	\$82.13
Subj Matter Exp I	\$49.30	\$50.68	\$52.10	\$53.56	\$55.06
IA Specialist III	\$76.19	\$78.32	\$80.52	\$82.77	\$85.09
IA Specialist II	\$57.53	\$59.14	\$60.80	\$62.50	\$64.25
IA Specialist I	\$48.05	\$49.40	\$50.78	\$52.20	\$53.66
Master Trainer	\$75.07	\$77.17	\$79.33	\$81.55	\$83.84
Senior Trainer	\$69.35	\$71.29	\$73.29	\$75.34	\$77.45
Junior Trainer	\$49.91	\$51.31	\$52.74	\$54.22	\$55.74

**Service Contract Act:** The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Professional Engineering Services Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when Prevailance, Inc. adds SCA labor categories/employees to the contract through the modification process, a matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number will be included in this Price List.

### **Company Overview**

**Introduction:** Prevailance, Inc. is a Service-Disabled Veteran-Owned Small Business established to provide consulting support to the Department of Defense, State and Federal government, and the private sector as they face tomorrow's challenges. We provide services and solutions in a variety of areas including command and control, information technology, cyber defense, concept development, experimentation, training, anti-terrorism/force protection, and continuity of operations. We are a growing company that embraces change and challenge and is committed to bringing our customers the services and products they need to succeed. Our solution set, customers, and teammates are always expanding – feel free to review our corporate website for our most current areas of work. Our philosophy remains to provide world class consulting services that enable each customer to meet and overcome their challenges and become leaders in their industry.

**Current Customers:** The following customers have contracted for Prevailance's services (current and present) and have indicated their high level of satisfaction through the independent performance assessment completed by Dun and Bradstreet in January 2011 when Prevailance received a 94% rating – in the highest quintile possible for that evaluation.

- Office of the Assistant SECDEF for Networks and Information Integration (OSD-NII)
- Department of Operational Test and Evaluation, (DOT&E)
- Joint Forces Command (JFCOM)
- US Fleet Forces Command (USFF)
- Naval Air Forces, Atlantic (AIRLANT)
- Naval Warfare Development Center (NWDC)
- Naval Network Warfare Command (NNWC)
- Naval Information Operations Command (NIOC)
- Operational Test and Evaluation Force (OPTEVFOR)
- Navy Installations Command (CNI)
- Second Fleet, United States Navy (C2F)
- Naval Facilities Command, (NAVFAC)
- Center for Security Forces (CSF)
- Naval Special Warfare Command (NSWC)
- Federal Aviation Administration (FAA)
- North Atlantic Treaty Organization (NATO)
- Virginia Department of Emergency Management (VDEM)
- City of Virginia Beach Emergency Operations Center (EOC)

**Security:** All SINs under this contract accommodate Task Orders up to the Top Secret/Special Compartmented Information (TS/SCI) level at the discretion of the ordering customer. Prevailance, Inc. has a Top Secret Facility Clearance, is cleared for storage of Secret material at its Virginia Beach offices, and has 98% of its personnel holding personal security clearances at the Secret or above level.

### **Special Item Number (SIN) Descriptions & Services**

The following SINs have been awarded to Prevailance under this contract:

#### **SIN 871-1 / 871-1RC Strategic Planning For Technology Programs/Activities**

Services offered under this SIN involve the definition and interpretation of high-level organizational engineering performance requirements such as projects, systems, missions, etc., and the objectives and approaches to their achievement. Typical associated tasks include, but are not limited to an analysis of mission, program goals and objectives, requirements analysis, organizational performance assessment, special studies and analysis, training, privatization and

#### **SIN 871-2 / 871-2RC Concept Development and Requirements Analysis**

Services offered under this SIN involve abstract or concept studies and analysis, requirements definition, preliminary planning, the evaluation of alternative technical approaches and associated costs for the development or enhancement of high level general performance specifications of a system, project, mission or activity. Typical associated tasks include, but are not limited to requirements analysis, cost/cost-performance trade-off analysis, feasibility analysis, regulatory compliance support, technology conceptual designs, training, privatization and outsourcing.

#### **SIN 871-3 / 871-3RC System Design, Engineering and Integration**

Services offered under this SIN involve the translation of a system (or subsystem, program, project, activity) concept into a preliminary and detailed design (engineering plans and specifications), performing risk identification/analysis/mitigation, traceability, and then integrating the various components to produce a working prototype or model of the system. Typical associated tasks include, but are not limited to computer-aided design, design studies and analysis, high level detailed specification preparation, configuration management and document control, fabrication, assembly and simulation, modeling, training, privatization and outsourcing.

#### **SIN 871-4 / 871-4RC Test and Evaluation**

Services offered under this SIN involve the application of various techniques demonstrating that a prototype system (subsystem, program, project or activity) performs in accordance with the objectives outlined in the original design. Typical associated tasks include, but are not limited to testing of a prototype and first article(s) testing, environmental testing, independent verification and validation, reverse engineering, simulation and modeling (to test the feasibility of a concept), system safety, quality assurance, physical testing of the product or system, training, privatization and outsourcing.



### **SIN 871-5 / 871-5RC Integrated Logistics Support**

Services offered under this SIN involve the analysis, planning and detailed design of all engineering specific logistics support including material goods, personnel, and operational maintenance and repair of systems throughout their life cycles. Typical associated tasks include, but are not limited to ergonomic/human performance analysis, feasibility analysis, logistics planning, requirements determination, policy standards/procedures development, long-term reliability and maintainability, training, privatization and outsourcing.

### **SIN 871-6 / 871-6RC Acquisition and Life Cycle Management**

Services offered under this SIN involve all of the planning, budgetary, contract and systems/program management execution functions required to procure and/or produce, render operational and provide life cycle support (maintenance, repair, supplies, engineering specific logistics) to technology-based systems, activities, subsystems, projects, etc. Typical associated tasks include, but are not limited to operation and maintenance, program/project management, technology transfer/insertion, training, privatization and outsourcing.

Prevailance performs the following services, and others, under these SINs:

- Acquisition and Life Cycle Management
- Anti-terrorism Defense
- Ballistic Missile Defense
- C4ISR Analysis & Architecture Design
- Computer Modeling and Simulation
- Concept Development
- Configuration & Data Management
- Continuity of Operations Analysis
- Cost Benefit Studies
- Cost Estimating and Scheduling
- Counterterrorism Analysis
- Crisis Management
- Crisis Response Planning
- Critical Infrastructure Protection
- Cyber Operations
- Decision Support Modeling & Analysis
- Demonstration and Validation
- Design Reviews
- Doctrine Development
- Economic & Business Case Analysis
- Economic Impact Evaluations
- Education & Training
- Emergency Management
- Emergency Response Planning
- Energy Management
- Ergonomics (Human Factors) Design
- Evacuation Modeling/Planning
- Facility Operations Planning
- Feasibility Studies
- Fleet Training
- Flight Simulation Development
- Flight Test Engineering
- Geologic & Geotechnical Services
- Geophysical Services
- Geotechnical Investigations & Inspections
- Homeland Security
- Human Factors Analysis
- Image Analysis/Algorithm Development
- Impact Statements/Analysis
- Independent Verification & Validation
- Information Assurance
- Information Interoperability

- Information Operations
- Information Security
- Institutional Safety Analysis
- Logistics
- Mechanical Engineering
- Migration Strategy
- Militarized System Design/Testing
- Missile Protection
- Multinational Integration
- NATO Capability Development
- O&M (Operation and Maintenance)
- Operations Research (Non R&D)
- Personnel Recovery
- Point of Entry Security
- Preventive Maintenance
- Process Design & Re-Engineering
- Program and Project Management
- Psychological Services
- Public Affairs
- Quality Assurance
- Vulnerability Assessments
- Reliability & Maintainability Analysis
- Requirements Analysis and Definition
- Risk Assessments
- Safety Analysis
- Safety Requirements Development
- Satellite Communications
- Software Evaluation
- Statistical Analysis
- Strategic Planning
- Survival Training
- Systems Architecture Design
- Systems Engineering
- Systems Integration
- Test & Evaluation (T&E)
- Test and Evaluation Master Plans
- Threat Assessments and Threat Reduction
- Unmanned Vehicles
- Weapon Systems

### **Labor Series and Category Descriptions**

#### **Management Series**

**Description:** The Management categories cover all project and program management functions. The Program Director is the most senior of the series, and typically will have responsibility for several programs aligned to the same mission goal. The Program Managers are responsible either for an entire single program or a major facet of that program. The Project Managers will lead individual projects that make up a larger program. Program management is often administrative in nature, while project management is often more technical. These positions provide leadership, quality assurance, technical oversight and decision-oriented recommendations.

**Qualifications:** Each Management series category must have experience in overall management of teams of people working to a common goal. Specific experience in the project or program field is desired. Their professional experience must include project planning and scheduling, critical path and dependency analysis, resource allocation, baseline management, status monitoring, personnel management, and related project management activities.

<b>Labor Category</b>	<b>Education/Certification</b>	<b>Years Relevant Experience</b>
Program Manager	Masters Degree	10
Senior Project Lead	Bachelors Degree	6
Project Lead	Bachelors Degree	2

#### **Systems/Operations Analyst Series**

**Description:** This series of professionals provides expertise that blends both a solid technical understanding of the project/program goals, and actual operational relevance. These labor categories are filled with personnel with higher education in technical degrees and extensive operational experience in the field. These personnel serve as the bridge between the more technical Scientist/Engineer labor positions and those focused on the deployment and operational utility of the project/program.

**Qualifications:** Engineering, math, and science degrees are required. Other degrees will only be considered if they relate to structured and methodical approaches to program development and execution. Years experience must be in an operational position related to the project/program..

<b>Labor Category</b>	<b>Education/Certification</b>	<b>Years Relevant Experience</b>
Systems/Ops Analyst III	Masters Degree	12
Systems/Ops Analyst II	Masters Degree	8
Systems/Ops Analyst I	Bachelors Degree	4

## Trainer Series

**Description:** The Trainer series of labor categories is designed to provide actual trainers/instructors and education/training curriculum and program expertise. These are specialists in their respective fields, with an additional background in formal classroom and/or field presentations, hand's on instruction, study guide development, student interaction, curriculum development, and learning assessment.

**Qualifications:** Training series personnel may have their formal education in Arts or Sciences. Their years of experience must be significantly focused on the subject matter of the training for which they are hired. Additionally, they must have practical experience in training/instructing. Formal training certifications are desired (trainer specialist, educational certifications, etc.).

Labor Category	Education/Certification	Years Relevant Experience
Master Trainer	Bachelors Degree	20
Senior Trainer	Bachelors Degree	12
Junior Trainer	Associates Degree	6

## Information Assurance Specialist Series

**Description:** This series provides information technology services in facilities planning, operations and support; storage systems analysis, design/test, administration; server system analysis, database analysis, website analysis, web application analysis, LAN analysis, and related IT systems functions. The IA specialists also provide information security related expertise and functions for computer systems/network development and support.

**Qualifications:** The IA Specialist I and II are required to have formal degrees in computer science or related IT field (information systems, business systems, management information systems, IT Management, etc.) Engineering, math, and science degrees are also acceptable. They must have significant experience in IT work, and must have appropriate commercial or military certifications for the prescribed work. They must also have specific IA experience and certifications (eg CISSP) for information assurance and network security work.

Labor Category	Education/Certification	Years Relevant Experience
IA Specialist III	Bachelors Degree, CISSP	15
IA Specialist II	Bachelors Degree, CISSP	10
IA Specialist I	Associates Degree	6

### Subject Matter Expert Series

**Description:** The SME series is available to provide the customer with those personnel who have deep and broad experience in the specific project or program, and who are expert in the operational deployment and utility of related systems. These SMEs, depending on their level, have unique skill sets and experience that are not typically related to formal schooling, but are derived from focused years of experience on specific systems or areas of work.

**Qualifications:** Each SME level has a requirement for formal education, but the significant qualification is the years of experience in the required subject area. Degrees in technical fields are desired for all levels. Formal education cannot substitute for required years of relevant experience at each level.

Labor Category	Education/Certification	Years Relevant Experience
Subject Matter Expert V	Masters Degree	20
Subject Matter Expert IV	Masters Degree	14
Subject Matter Expert III	Bachelors Degree	10
Subject Matter Expert II	Bachelors Degree	6
Subject Matter Expert I	Associates Degree	4